Monthly Indicators

Carroll, Stark, and Trumbull counties

STARK TRUMBULL AREA REALTORS®

September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

New Listings increased 21.9 percent for Single Family homes but decreased 28.3 percent for Townhouse/Condo homes. Pending Sales decreased 4.9 percent for Single Family homes and 62.9 percent for Townhouse/Condo homes. Inventory increased 29.2 percent for Single Family homes but decreased 7.2 percent for Townhouse/Condo homes.

Median Sales Price remained flat at $220,000 for Single Family homes but increased 3.0 percent to $222,500 for Townhouse/Condo properties. Days on Market increased 2.9 percent for Single Family homes and 43.3 percent for Townhouse/Condo homes. Months Supply of Inventory increased 26.3 percent for Single Family homes but decreased 13.0 percent for Townhouse/Condo homes.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to $422,600, though it was essentially flat compared to the prior month.

Quick Facts

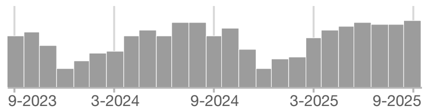
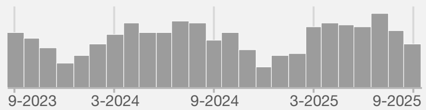
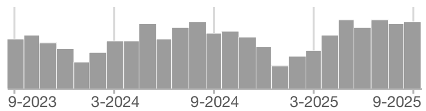
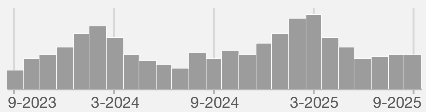
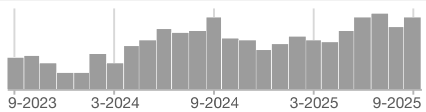
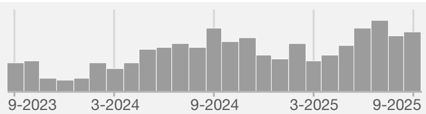
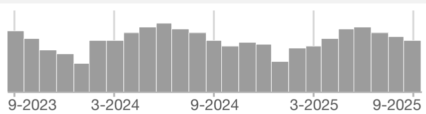
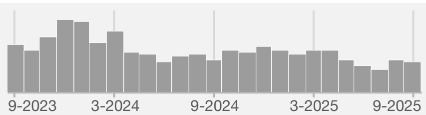
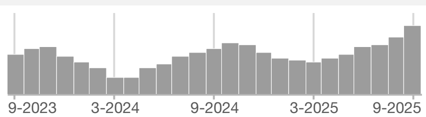
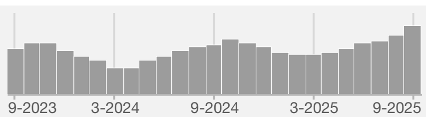
+ 11.0%	0.0%	+ 26.6%
Change in **Closed Sales** All Properties	Change in **Median Sales Price** All Properties	Change in **Homes for Sale** All Properties

Residential activity in Carroll, Stark, and Trumbull counties composed of single family and townhouse/condo properties. Percent changes are calculated using rounded figures.

Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

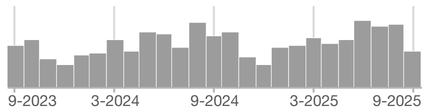
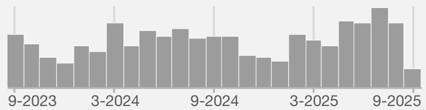
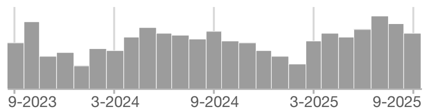
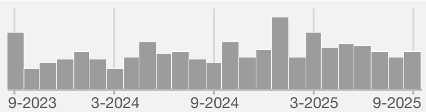
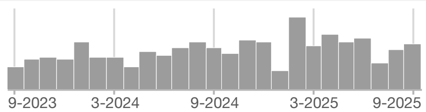
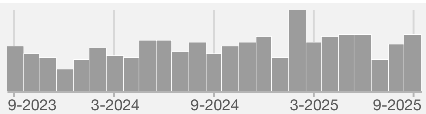
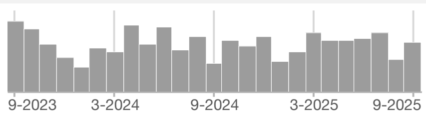
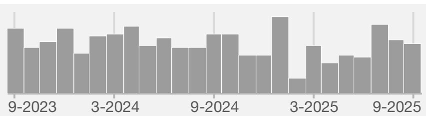
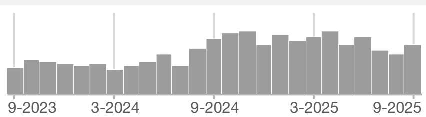
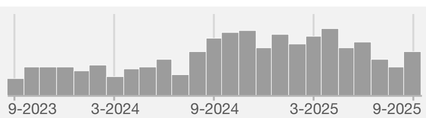
STARK TRUMBULL AREA REALTORS®

Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		653	**796**	+ 21.9%	5,697	**6,148**	+ 7.9%
Pending Sales		466	**443**	- 4.9%	4,502	**4,551**	+ 1.1%
Closed Sales		507	**568**	+ 12.0%	4,325	**4,437**	+ 2.6%
Days on Market Until Sale		34	**35**	+ 2.9%	37	**40**	+ 8.1%
Median Sales Price		$220,000	**$220,000**	0.0%	$192,000	**$210,000**	+ 9.4%
Average Sales Price		$249,797	**$245,767**	- 1.6%	$222,839	**$236,328**	+ 6.1%
Percent of List Price Received		98.7%	**98.6%**	- 0.1%	99.1%	**98.8%**	- 0.3%
Housing Affordability Index		137	**134**	- 2.2%	157	**141**	- 10.2%
Inventory of Homes for Sale		908	**1,173**	+ 29.2%	—	**—**	—
Months Supply of Inventory		1.9	**2.4**	+ 26.3%	—	**—**	—

Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

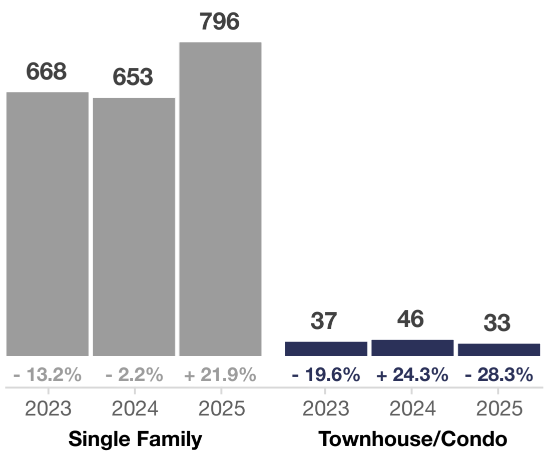
STARK TRUMBULL AREA REALTORS®

Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		46	**33**	- 28.3%	370	**403**	+ 8.9%
Pending Sales		35	**13**	- 62.9%	302	**314**	+ 4.0%
Closed Sales		38	**37**	- 2.6%	286	**311**	+ 8.7%
Days on Market Until Sale		30	**43**	+ 43.3%	38	**49**	+ 28.9%
Median Sales Price		$216,000	**$222,500**	+ 3.0%	$210,000	**$225,000**	+ 7.1%
Average Sales Price		$210,322	**$236,022**	+ 12.2%	$217,410	**$227,966**	+ 4.9%
Percent of List Price Received		96.6%	**98.4%**	+ 1.9%	98.3%	**98.3%**	0.0%
Housing Affordability Index		140	**133**	- 5.0%	144	**132**	- 8.3%
Inventory of Homes for Sale		69	**64**	- 7.2%	—	**—**	—
Months Supply of Inventory		2.3	**2.0**	- 13.0%	—	**—**	—

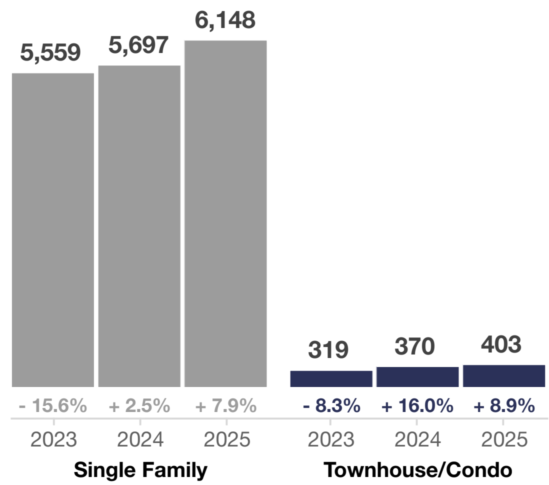
New Listings

A count of the properties that have been newly listed on the market in a given month.

September

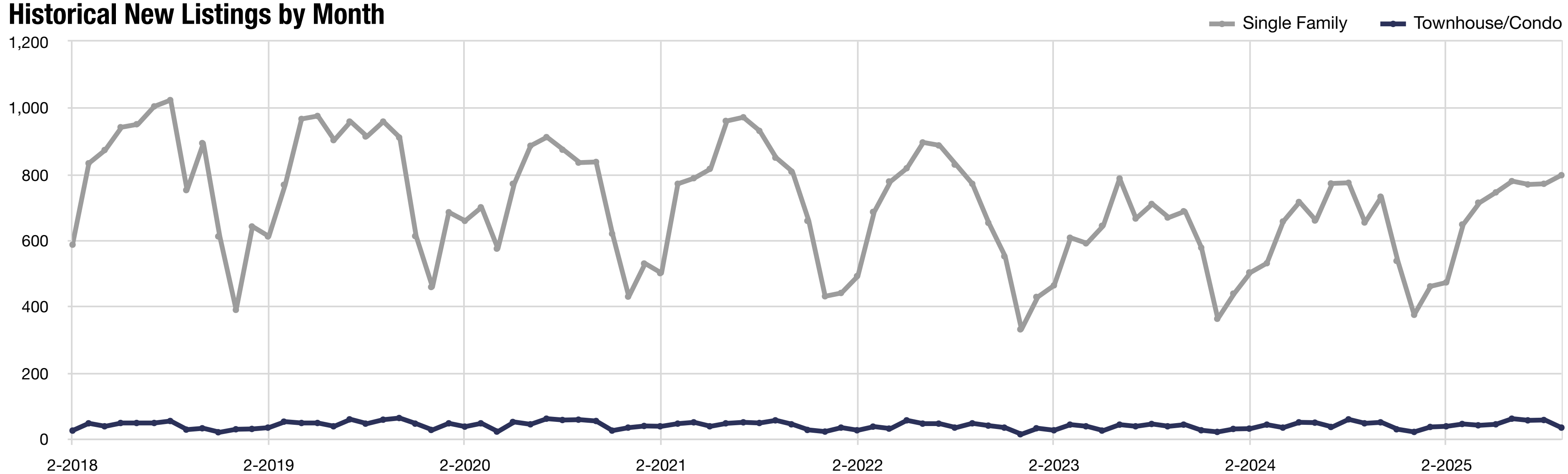


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	731	+ 6.4%	49	+ 16.7%
Nov-2024	537	- 6.9%	28	+ 12.0%
Dec-2024	374	+ 3.3%	20	0.0%
Jan-2025	460	+ 5.0%	35	+ 20.7%
Feb-2025	472	- 6.0%	37	+ 23.3%
Mar-2025	647	+ 22.1%	44	+ 4.8%
Apr-2025	713	+ 8.7%	40	+ 21.2%
May-2025	744	+ 4.1%	43	- 12.2%
Jun-2025	778	+ 18.1%	60	+ 25.0%
Jul-2025	768	- 0.4%	55	+ 57.1%
Aug-2025	770	- 0.4%	56	- 3.4%
Sep-2025	**796**	**+ 21.9%**	**33**	**- 28.3%**
12-Month Avg	649	+ 6.4%	42	+ 10.5%

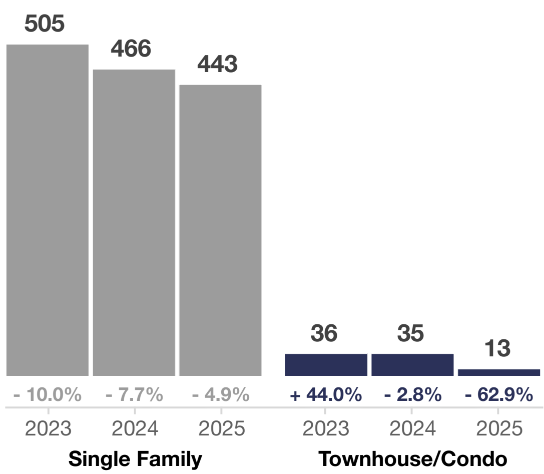
Historical New Listings by Month



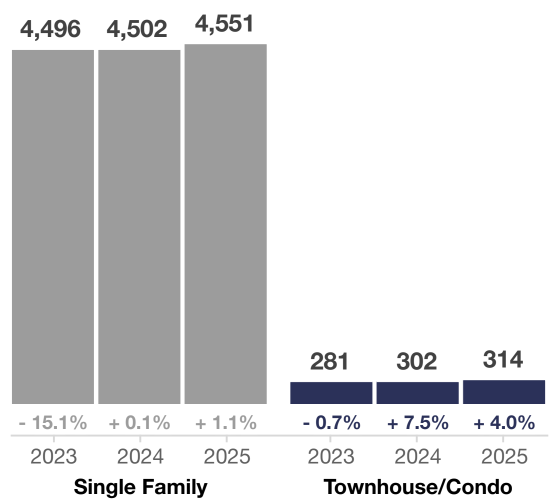
Pending Sales

A count of the properties on which offers have been accepted in a given month.

September

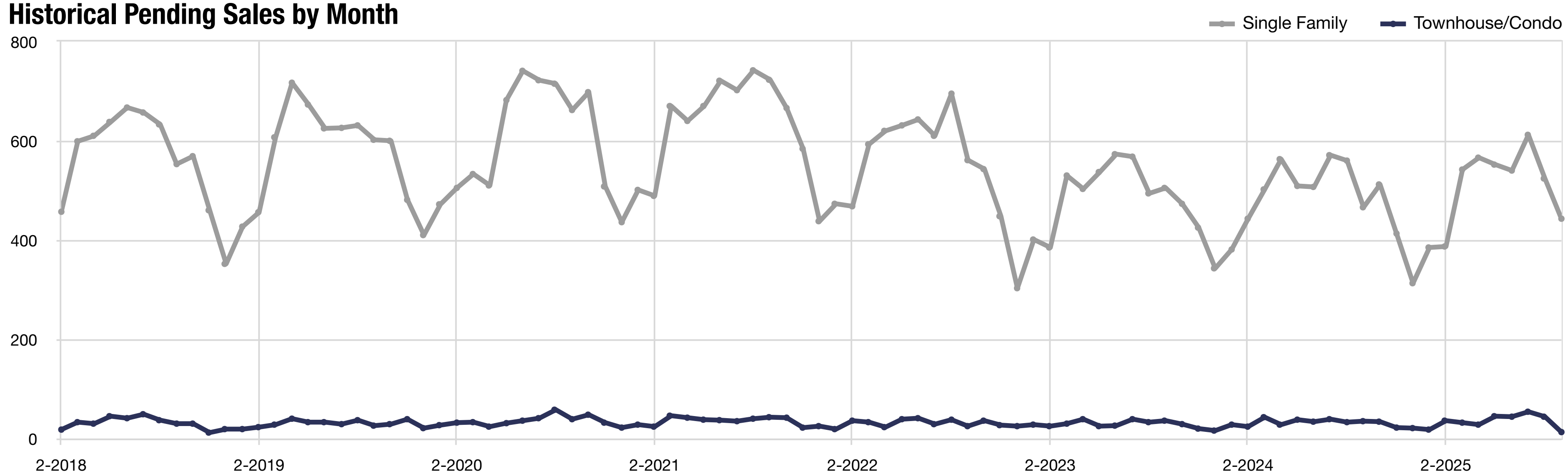


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	512	+ 8.2%	34	+ 17.2%
Nov-2024	413	- 2.8%	22	+ 10.0%
Dec-2024	313	- 8.7%	21	+ 31.3%
Jan-2025	385	+ 1.0%	18	- 35.7%
Feb-2025	387	- 12.6%	36	+ 50.0%
Mar-2025	542	+ 8.0%	32	- 25.6%
Apr-2025	566	+ 0.5%	28	0.0%
May-2025	552	+ 8.4%	45	+ 18.4%
Jun-2025	540	+ 6.5%	44	+ 29.4%
Jul-2025	612	+ 7.2%	54	+ 38.5%
Aug-2025	524	- 6.4%	44	+ 33.3%
Sep-2025	**443**	**- 4.9%**	**13**	**- 62.9%**
12-Month Avg	482	+ 0.6%	33	+ 6.5%

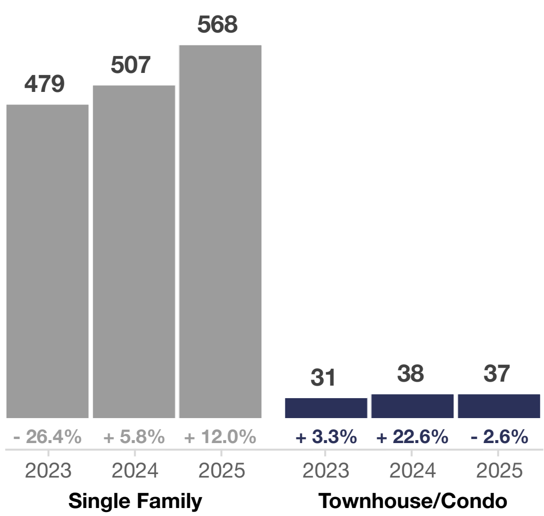
Historical Pending Sales by Month



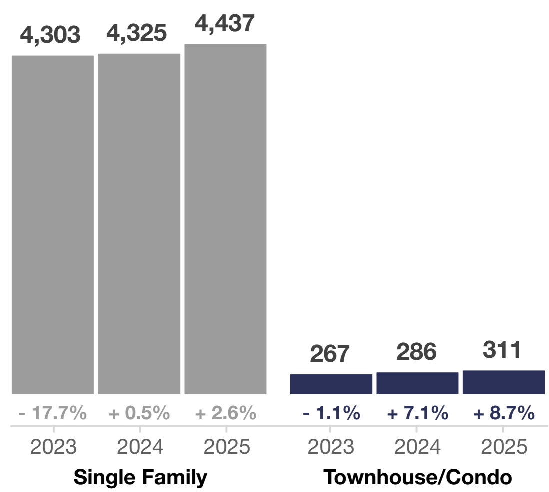
Closed Sales

A count of the actual sales that closed in a given month.

September

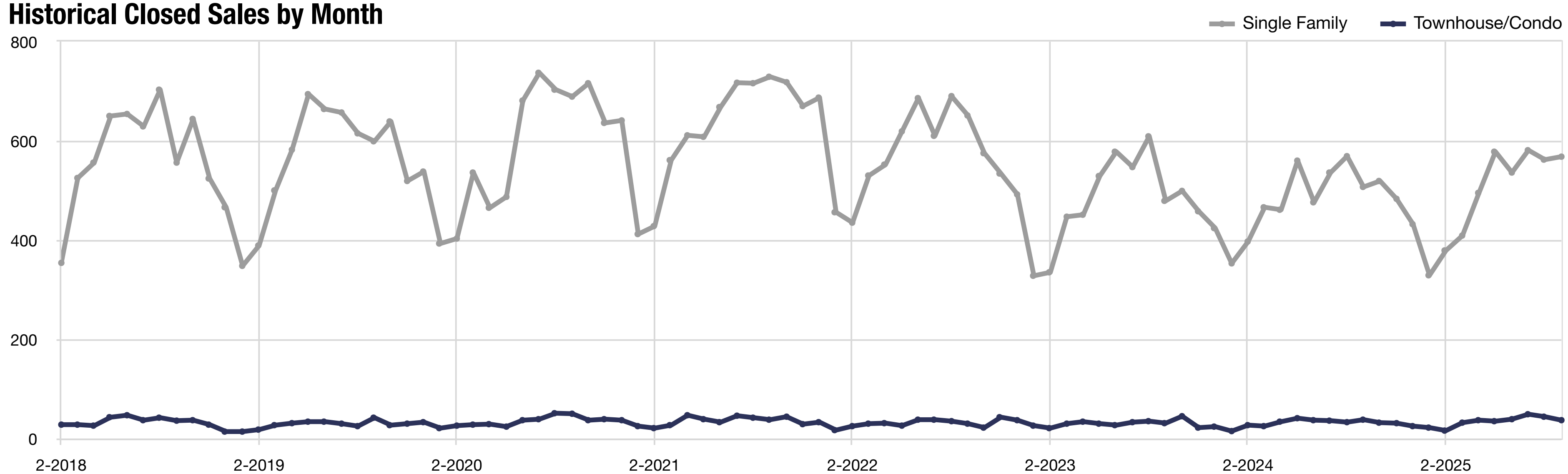


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	519	+ 4.0%	32	- 28.9%
Nov-2024	483	+ 5.5%	31	+ 40.9%
Dec-2024	432	+ 1.9%	25	+ 4.2%
Jan-2025	329	- 6.8%	22	+ 46.7%
Feb-2025	379	- 4.5%	16	- 40.7%
Mar-2025	409	- 12.2%	32	+ 28.0%
Apr-2025	495	+ 7.4%	37	+ 8.8%
May-2025	578	+ 3.2%	35	- 14.6%
Jun-2025	536	+ 12.6%	39	+ 5.4%
Jul-2025	581	+ 8.4%	49	+ 36.1%
Aug-2025	562	- 1.2%	44	+ 33.3%
Sep-2025	**568**	**+ 12.0%**	**37**	**- 2.6%**
12-Month Avg	489	+ 2.7%	33	+ 6.5%

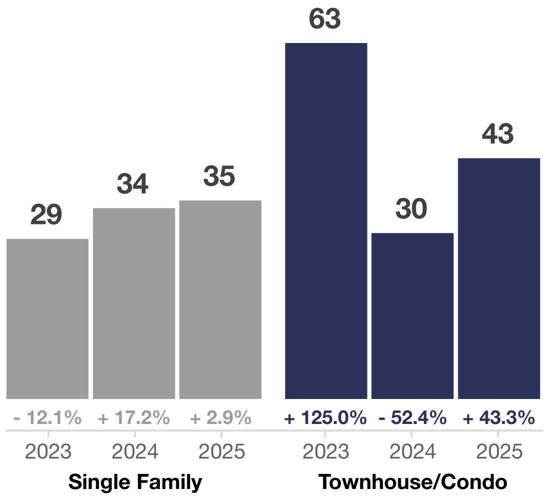
Historical Closed Sales by Month



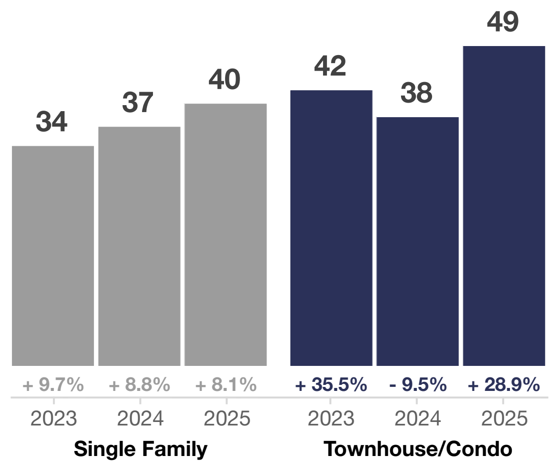
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

September



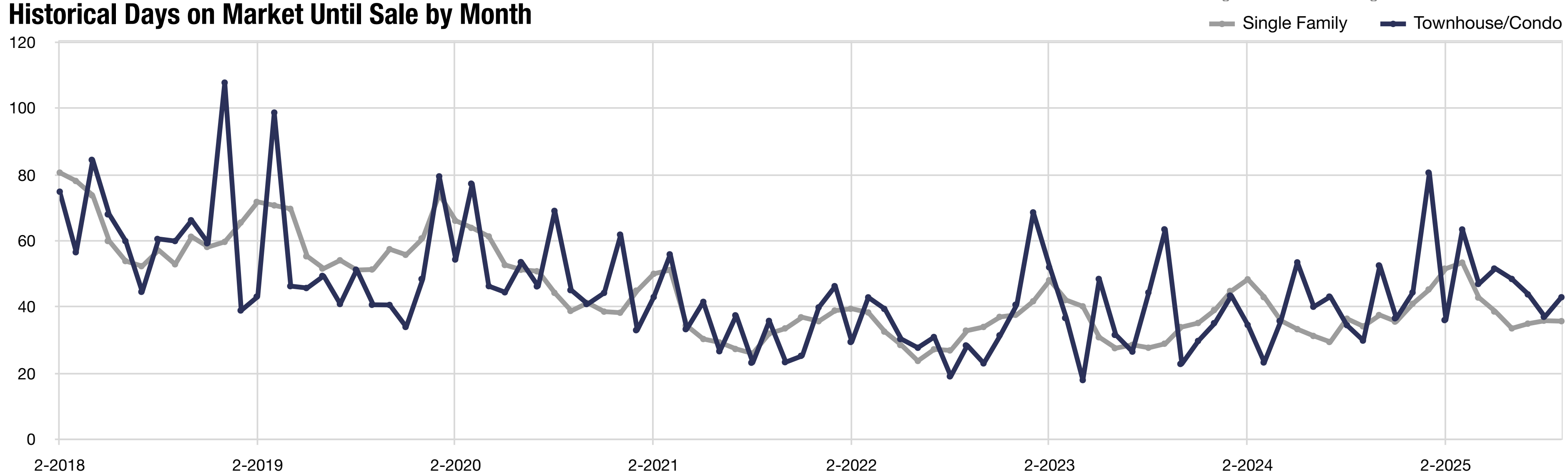
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	37	+ 8.8%	52	+ 126.1%
Nov-2024	35	0.0%	36	+ 20.0%
Dec-2024	41	+ 5.1%	44	+ 25.7%
Jan-2025	45	0.0%	80	+ 86.0%
Feb-2025	51	+ 6.3%	36	+ 5.9%
Mar-2025	53	+ 23.3%	63	+ 173.9%
Apr-2025	43	+ 19.4%	47	+ 30.6%
May-2025	38	+ 15.2%	51	- 3.8%
Jun-2025	33	+ 6.5%	48	+ 20.0%
Jul-2025	35	+ 20.7%	44	+ 2.3%
Aug-2025	36	0.0%	37	+ 8.8%
Sep-2025	**35**	**+ 2.9%**	**43**	**+ 43.3%**
12-Month Avg*	39	+ 8.6%	48	+ 34.9%

* Days on Market for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

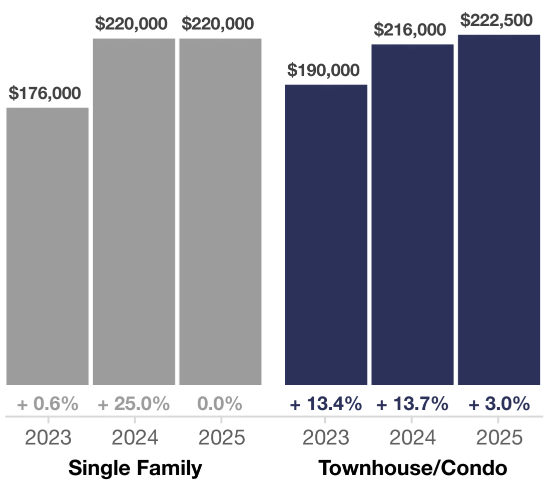
Historical Days on Market Until Sale by Month



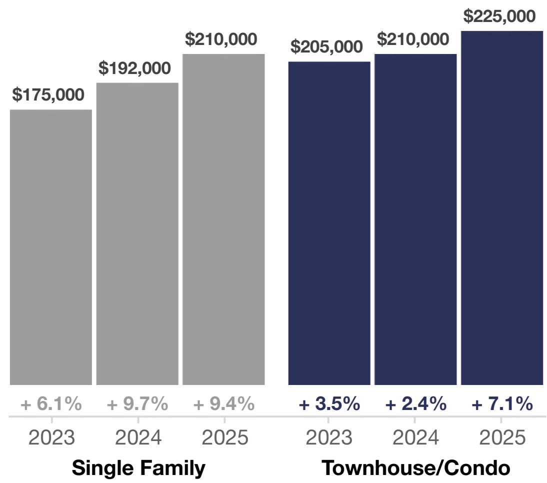
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

September



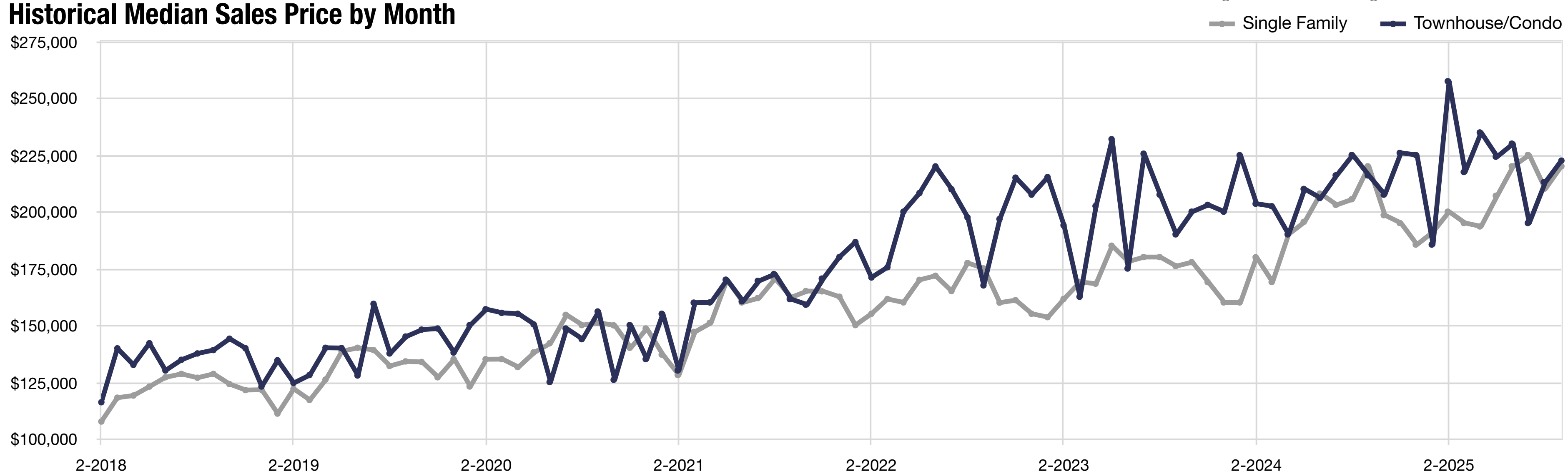
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	$198,450	+ 11.6%	$207,500	+ 3.8%
Nov-2024	$195,000	+ 15.4%	$225,900	+ 11.3%
Dec-2024	$185,500	+ 15.9%	$225,000	+ 12.5%
Jan-2025	$191,000	+ 19.4%	$185,500	- 17.5%
Feb-2025	$200,000	+ 11.2%	$257,500	+ 26.5%
Mar-2025	$195,000	+ 15.4%	$217,500	+ 7.5%
Apr-2025	$193,500	+ 1.8%	$234,900	+ 23.6%
May-2025	$207,000	+ 5.9%	$224,250	+ 6.8%
Jun-2025	$220,000	+ 5.8%	$230,000	+ 11.7%
Jul-2025	$225,000	+ 10.8%	$195,000	- 9.7%
Aug-2025	$210,000	+ 2.2%	$213,000	- 5.3%
Sep-2025	**$220,000**	**0.0%**	**$222,500**	**+ 3.0%**
12-Month Avg*	$205,000	+ 10.8%	$224,500	+ 8.7%

* Median Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

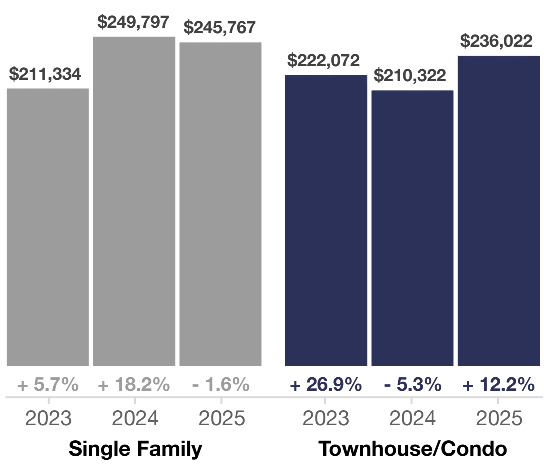
Historical Median Sales Price by Month



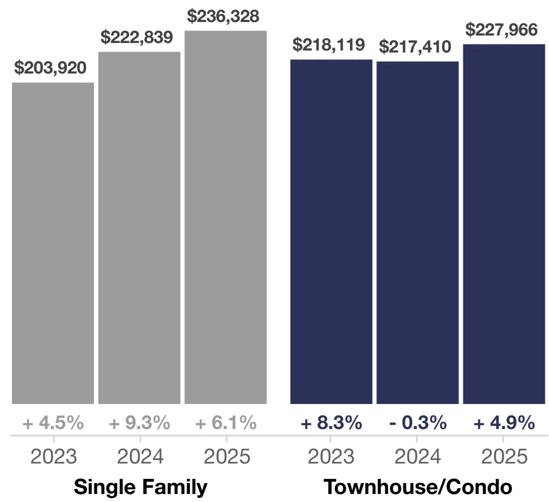
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

September



Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	$234,377	+ 9.0%	$220,244	+ 4.4%
Nov-2024	$239,343	+ 22.2%	$227,447	+ 9.8%
Dec-2024	$221,300	+ 14.4%	$233,644	+ 22.0%
Jan-2025	$215,642	+ 10.6%	$206,397	+ 1.9%
Feb-2025	$233,171	+ 10.6%	$268,628	+ 22.8%
Mar-2025	$213,769	+ 4.3%	$227,235	+ 8.8%
Apr-2025	$219,993	+ 3.6%	$233,496	+ 13.2%
May-2025	$230,354	+ 1.7%	$235,711	+ 3.1%
Jun-2025	$250,021	+ 9.1%	$237,617	+ 3.3%
Jul-2025	$258,494	+ 10.9%	$204,525	- 4.1%
Aug-2025	$242,148	+ 5.5%	$225,076	- 0.3%
Sep-2025	**$245,767**	**- 1.6%**	**$236,022**	**+ 12.2%**
12-Month Avg*	$235,321	+ 8.0%	$227,660	+ 6.1%

* Avg. Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

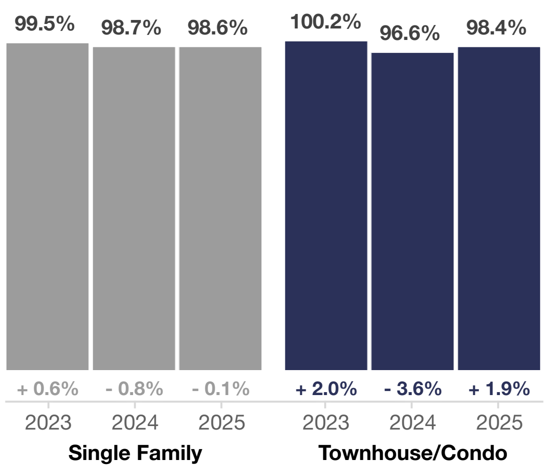
Historical Average Sales Price by Month

Percent of List Price Received

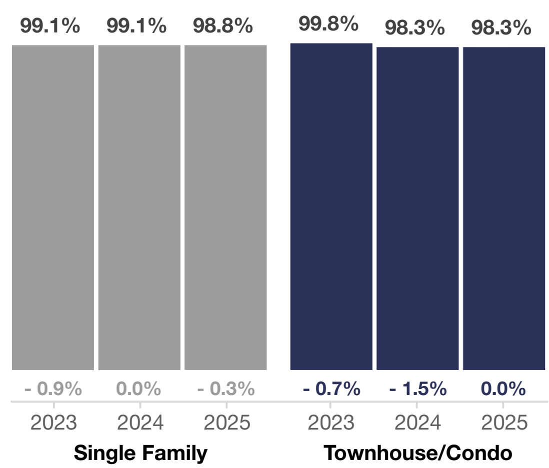
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

STARK TRUMBULL AREA REALTORS®

September



Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	98.2%	- 0.6%	98.6%	- 1.0%
Nov-2024	98.5%	+ 0.8%	98.0%	- 0.3%
Dec-2024	98.2%	+ 0.8%	98.9%	+ 1.9%
Jan-2025	96.7%	+ 0.2%	96.7%	+ 0.5%
Feb-2025	97.9%	- 0.7%	97.6%	- 0.3%
Mar-2025	98.1%	- 0.6%	99.3%	+ 1.8%
Apr-2025	98.8%	- 0.5%	98.5%	- 1.5%
May-2025	99.5%	- 0.2%	98.6%	+ 0.4%
Jun-2025	99.8%	- 0.3%	98.8%	- 0.9%
Jul-2025	99.2%	- 0.4%	99.2%	+ 1.4%
Aug-2025	98.9%	- 0.4%	97.0%	- 1.9%
Sep-2025	**98.6%**	**- 0.1%**	**98.4%**	**+ 1.9%**
12-Month Avg*	98.6%	- 0.2%	98.4%	+ 0.0%

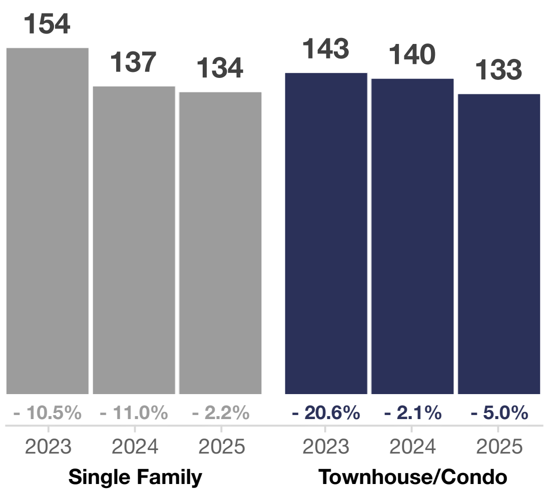
* Pct. of List Price Received for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month

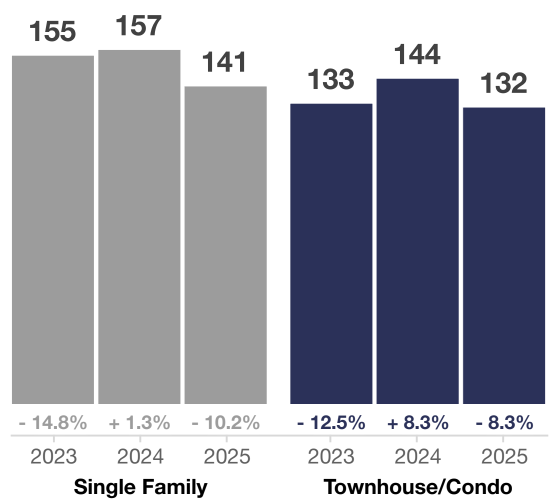
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September



Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	146	- 0.7%	140	+ 6.9%
Nov-2024	145	- 9.9%	125	- 6.7%
Dec-2024	152	- 15.6%	125	- 13.2%
Jan-2025	146	- 18.0%	151	+ 18.9%
Feb-2025	142	- 8.4%	110	- 20.3%
Mar-2025	147	- 12.5%	132	- 5.7%
Apr-2025	146	+ 1.4%	121	- 16.6%
May-2025	136	- 4.2%	125	- 5.3%
Jun-2025	129	- 4.4%	124	- 9.5%
Jul-2025	126	- 10.0%	146	+ 11.5%
Aug-2025	137	- 4.2%	136	+ 3.8%
Sep-2025	**134**	**- 2.2%**	**133**	**- 5.0%**
12-Month Avg	141	- 7.8%	131	- 3.7%

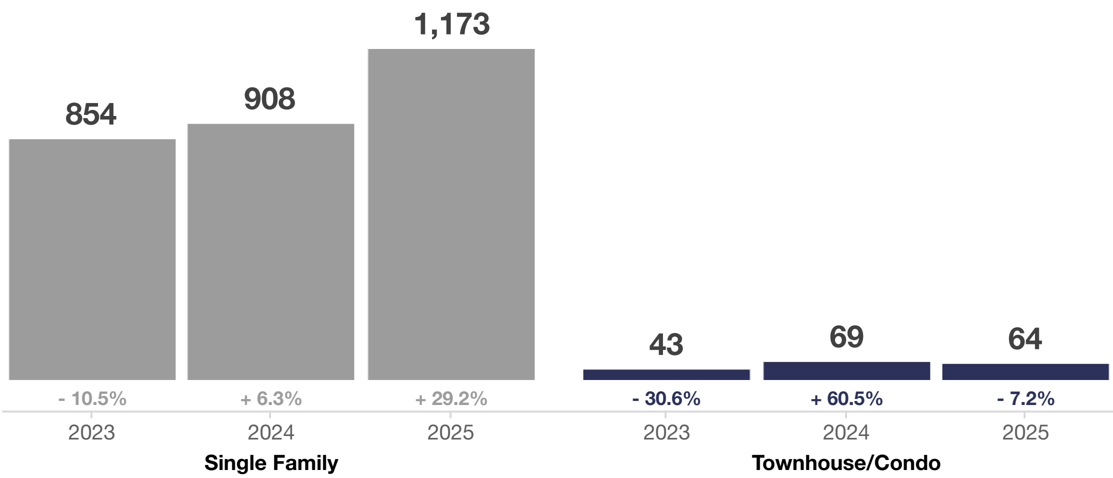
Historical Housing Affordability Index by Month

Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

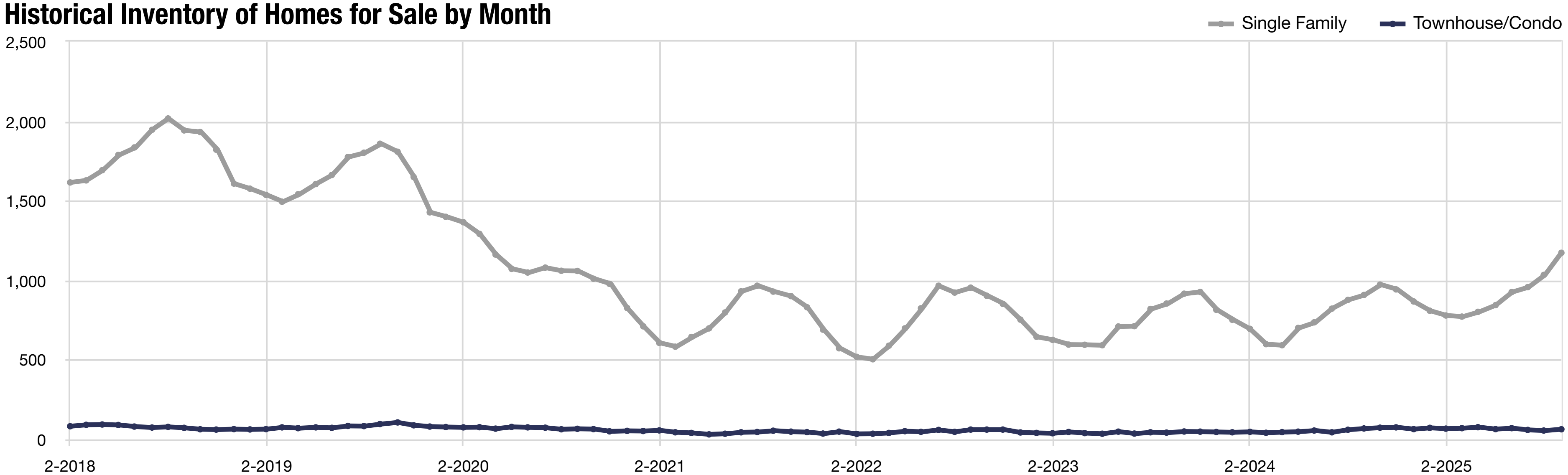
STARK TRUMBULL AREA REALTORS®

September



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	973	+ 6.2%	74	+ 48.0%
Nov-2024	943	+ 1.7%	76	+ 55.1%
Dec-2024	867	+ 6.4%	65	+ 38.3%
Jan-2025	809	+ 7.6%	73	+ 62.2%
Feb-2025	779	+ 12.1%	68	+ 41.7%
Mar-2025	772	+ 28.9%	71	+ 69.0%
Apr-2025	802	+ 35.5%	77	+ 67.4%
May-2025	844	+ 20.4%	65	+ 32.7%
Jun-2025	926	+ 25.8%	71	+ 26.8%
Jul-2025	957	+ 16.4%	60	+ 33.3%
Aug-2025	1,034	+ 17.9%	56	- 8.2%
Sep-2025	**1,173**	**+ 29.2%**	**64**	**- 7.2%**
12-Month Avg	907	+ 16.6%	68	+ 33.3%

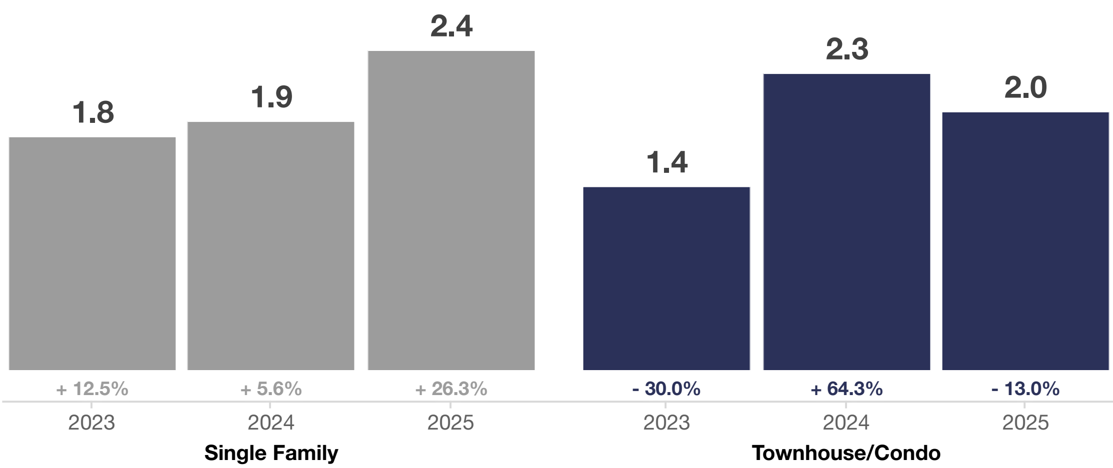
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

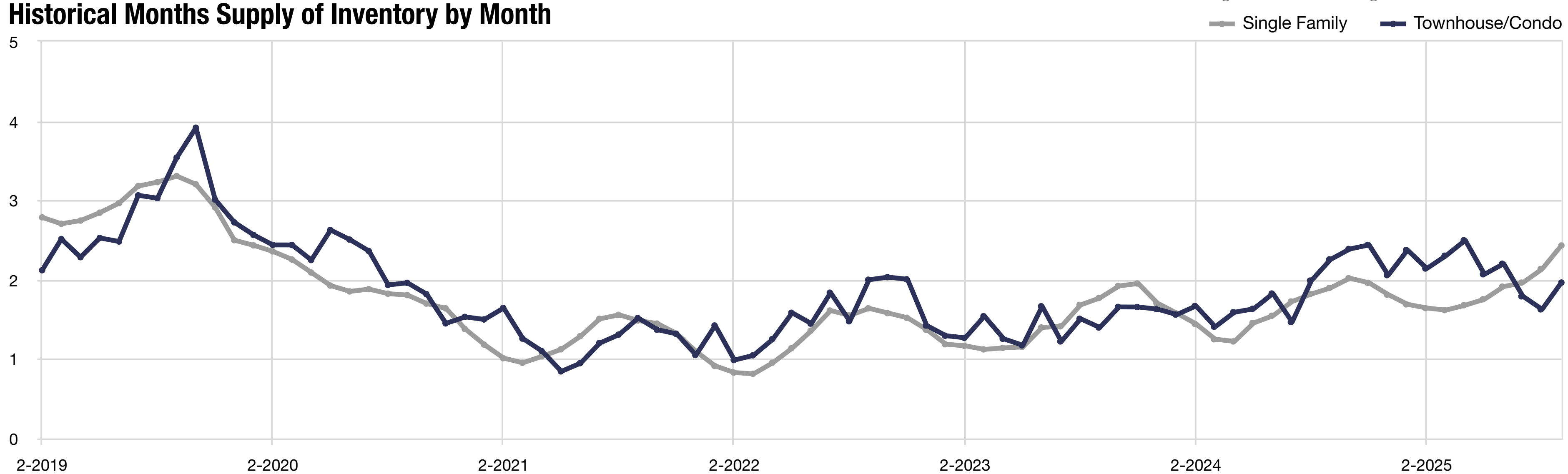
September



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Oct-2024	2.0	+ 5.3%	2.4	+ 41.2%
Nov-2024	2.0	0.0%	2.4	+ 41.2%
Dec-2024	1.8	+ 5.9%	2.1	+ 31.3%
Jan-2025	1.7	+ 6.3%	2.4	+ 50.0%
Feb-2025	1.6	+ 14.3%	2.1	+ 23.5%
Mar-2025	1.6	+ 23.1%	2.3	+ 64.3%
Apr-2025	1.7	+ 41.7%	2.5	+ 56.3%
May-2025	1.8	+ 20.0%	2.1	+ 31.3%
Jun-2025	1.9	+ 26.7%	2.2	+ 22.2%
Jul-2025	2.0	+ 17.6%	1.8	+ 20.0%
Aug-2025	2.1	+ 16.7%	1.6	- 20.0%
Sep-2025	**2.4**	**+ 26.3%**	**2.0**	**- 13.0%**
12-Month Avg*	1.9	+ 15.9%	2.2	+ 27.1%

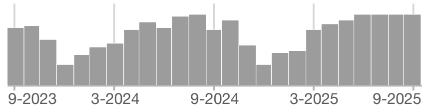
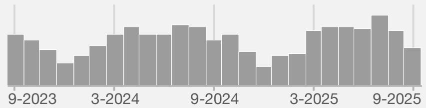
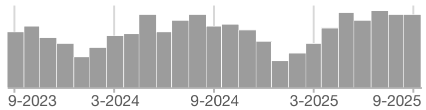
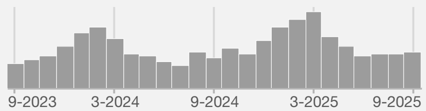
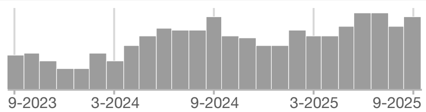
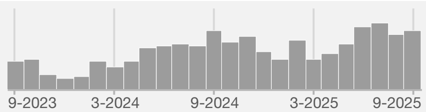
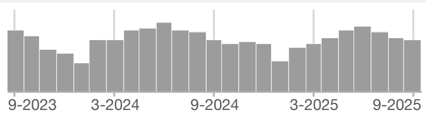
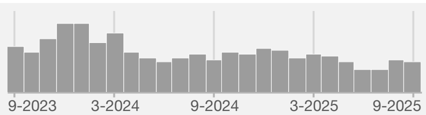
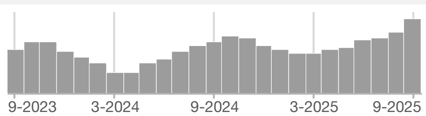
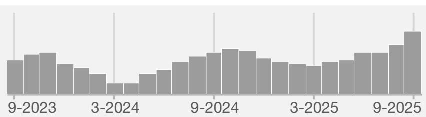
* Months Supply for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Includes single family and townhouse/condo properties combined.

Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		699	**829**	+ 18.6%	6,067	**6,551**	+ 8.0%
Pending Sales		501	**456**	- 9.0%	4,804	**4,865**	+ 1.3%
Closed Sales		545	**605**	+ 11.0%	4,611	**4,748**	+ 3.0%
Days on Market Until Sale		34	**36**	+ 5.9%	37	**41**	+ 10.8%
Median Sales Price		$220,000	**$220,000**	0.0%	$195,000	**$210,000**	+ 7.7%
Average Sales Price		$246,896	**$245,150**	- 0.7%	$222,492	**$235,763**	+ 6.0%
Percent of List Price Received		98.5%	**98.6%**	+ 0.1%	99.0%	**98.7%**	- 0.3%
Housing Affordability Index		137	**134**	- 2.2%	154	**141**	- 8.4%
Inventory of Homes for Sale		977	**1,237**	+ 26.6%	—	**—**	—
Months Supply of Inventory		1.9	**2.4**	+ 26.3%	—	**—**	—